

## Message Text

UNCLASSIFIED

PAGE 01 PORTO 00232 291510Z  
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W  
-----088438 300225Z /20

R 291210Z SEP 77  
FM AMCONSUL PORTO ALEGRE  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0582  
AMCONSUL RIO DE JANEIRO  
AMCONSUL SAO PAULO

UNCLAS PORTO ALEGRE 0232

E.O. 11652: N/A  
TAGS: BBSR,BR  
SUBJ: WTDR/FTI: INTERTEC- INTERCAMBIO TECNICO COMERCIAL S/A

REF: USDOC 16591

1. BRAZIL  
OFFICE USE: 2. 351 3. NA 4.05

5. INTERTEC-INTERCAMBIO TECNICO COMERCIAL S/A

6. CAIXA POSTAL 1670., AVENIDA FARRAPOS, 995

7. 90000 PORTO ALEGRE, RS

8. CONTACT: PAUL HEINRICH JULIUS MARXEN

9. TITLE: DIRECTOR-PRESIDENT

10. PHONE: 25.0055 11. TELEX: 511737 INTC BR

12. CABLE: INTEC, PORTO ALEGRE

13 -?): 1955 14. EMPL: 120 15. SIZE: MEDIUM  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 PORTO 00232 291510Z

16. REPUTATION: Y-SATISFACTORY 17. RPT DATE: 09/77  
OFFICE USE: 18 19. NA 20. X 21.NA 22. NA

23. 35460/MO1 MFR.DIST. RET. OF CHAIN SAWS, PORTABLE

24. FOREIGN SALES: NA

25. FINANCIAL RFS: BANCO DO BRASIL S/A, AGENCIA CENTRAL, 90000  
PORTO ALEGRE, RS, BRAZIL

26. TRADE REFS: CARLTON COMPANY, INC., PORTLAND, OREGON

27. FOREIGN FIRMS REPRESENTED: REP. FOR CARLTON COMPANY INC.,  
PORTLAND, OREGON, FOR CHAIN SAWS SINCE 1974., REP. FOR DOLMAR  
MACHINEN FABRIC GMBH, GERMANY, FOR MOTOR CHAIN SAWS, SINCE 1969.

28. POST EVALUATION: THE FIRM'S SOCIAL CAPITAL IS CR\$ 33.5 MILLION  
AND ESTIMATED ANNUAL SALES OF CR\$ 45.4 MILLION. ASSETS TO LIABILI-  
TIES AS CR\$ 4.94 TO 1.00. COMPETITION IS MODERATE.  
THE FIRM HAS BRANCHES IN SAO PAULO. BELEM AND MANAUS, AS WELL AS  
TWO REPRESENTATIVES IN OTHER CITIES. ITS FACTORY IS LOCATED IN  
THE CITY OF SAO LEOPOLDO, A PART OF THE GREATER PORTO ALEGRE.  
BANKING AND TRADE SOURCES REPORT THAT THE COMPANY ENJOYS A GOOD  
FINANCIAL POSITION AND MEETS ALL OF ITS FINANCIAL OBLIGATIONS  
PROMPTLY. ITS MANAGEMENT IS COMPETENT. THE CONSULATE CONSIDERS  
FIRM A SATISFACTORY TRADE CONTACT FOR US FIRMS.

29. PREP: H.E. SUDBRACK      APPR: A.R. BARR  
BARR

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 29-Sep-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977PORTO00232  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770356-0240  
**Format:** TEL  
**From:** PORTO ALEGRE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t1977098/aaaaagef.tel  
**Line Count:** 85  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 990a0e49-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 23-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1325718  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WTDRI/FTI: INTERTEC- INTERCAMBIO TECNICO COMERCIAL S/A  
**TAGS:** BBSR, BR  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/990a0e49-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009